1/6/87 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	OCT 1986	OCT 1985	JUL-OCT 1986/87	JUL-OCT 1985/86
AL Alabama	2,426	4,534	19,465	26,578
AK Alaska	0	0	727	0
AZ Arizona	191	30	423	93
AR Arkansas	2,809	2,940	6,247	9,390
CA California	6,999	5,270	16,829	15,654
CO Colorado	373	364	1,068	896
CT Connecticut	269	251	876	929
DE Delaware	2,562	2,426	5,018	5,351
FL Florida	6,343	10,560	32,616	34,117
GA Georgia	3,012	17,598	24,281	38,350
HI Hawaii	100	0	2,441	2,290
ID Idaho	3,142	3,018	6,810	6,697
IL Illinois	47,395	63,511	226,353	308,256
IN Indiana	23,139	38,933	102,094	137,019
IA Iowa	19,383	21,246	116,983	160,002
KS Kansas	1,177	4,110	8,370	11,110
KY Kentucky	9,508	5,282	32,753	28,859
LA Louisiana	3,442	2,598	11,332	9,840
ME Maine	18	732	383	957
MD Maryland	1,251	1,310	6,371	3,739
MA Massachusetts	361	432	1,172	1,166
MI Michigan	14,176	30,736	42,619	85,933
MN Minnesota	19,123	12,669	74,518	82,690
MS Mississippi	2,079	1,036	3,190	4,689
MO Missouri	5,795	10,413	62,908	66,906
MT Montana	652	589	2,904	2,174
NE Nebraska	657	1,800	2,614	5,255
NV Nevada	12	0	27	0
NH New Hampshire	25	16	127	198
NJ New Jersey	871	738	2,537	1,829
NM New Mexico	697	519	1,472	1,851
NY New York	1,681	3,354	8,957	12,945
NC North Carolina	4,167	6,980	11,669	27,246
ND North Dakota	1,674	926	5,824	6,074
OH Ohio	27,748	42,323	149,313	171,723
OK Oklahoma	641	1,405	7,038	7,401
OR Oregon	1,994	1,284	6,802	4,992
PA Pennsylvania	1,662	5,217	13,448	13,837
RI Rhode Island	119	122	238	432
SC South Carolina	1,254	3,065	20,190	14,206
SD South Dakota	214	191	1,240	1,467
TN Tennessee	5,098	4,868	19,809	32,215
TX Texas	7,867	11,464	33,064	36,390
UT Utah	341	3,964	3,186	4,098
VT Vermont	152	115	810	1,214
VA Virginia	1,817	3,666	5,635	26,534
WA Washington	1,784	1,160	6,754	7,958
WV West Virginia	(105)	372	325	726
WI Wisconsin	11,210	10,151	66,975	77,559
WY Wyoming	84	105	281	341
TOTAL U.S.:	247,389	344,393	1,176,986	1,500,176
CANADA				
AB Alberta	1,378	2,025	4,253	4,854
BC Brit. Columbia	173	1,675	6,692	1,966
MB Manitoba	2,443	2,021	5,069	3,424
NB New Brunswick	992	14	2,138	14
NF Newfoundland	0	0	0	108
NS Nova Scotia	203	121	541	1,347
ON Ontario	4,446	25,698	32,718	52,729
PE Pr.Edward Isle	1,017	0	2,245	(304)
PQ Quebec	6,741	17,800	16,749	45,034
SK Saskatchewan	1,343	714	2,314	1,661
TOTAL CAN:	18,736	50,068	72,761	110,833
EXPORT SALES:	265,153	189,772	1,124,806	799,305
TOTAL AG SALES	531,278	584,233	2,374,553	2,410,314
Non-Ag U.S.	31,470	37,297	111,355	130,627
Canada	1,510	2,601	5,137	9,167
Exports	3,724	17,094	16,124	29,960
TOTAL NON-AG	36,704	56,992	132,616	169,754
GRAND TOTAL.....	567,982	641,225	2,507,169	2,580,068

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	365	223	1,082	577	179	2,426
AK Alaska	0	0	0	0	0	0
AZ Arizona	40	0	79	0	72	191
AR Arkansas	0	0	2,696	43	70	2,809
CA California	2,888	2,429	696	27	959	6,999
CO Colorado	296	0	77	0	0	373
CT Connecticut	0	122	75	0	72	269
DE Delaware	0	0	2,497	40	25	2,562
FL Florida	2,792	902	1,098	(190)	1,741	6,343
GA Georgia	1,285	138	1,091	249	249	3,012
HI Hawaii	0	69	31	0	0	100
ID Idaho	279	1,112	1,751	0	0	3,142
IL Illinois	619	36,360	7,407	2,957	52	47,395
IN Indiana	887	19,642	1,236	1,241	133	23,139
IA Iowa	74	12,352	3,995	2,939	23	19,383
KS Kansas	184	16	812	127	38	1,177
KY Kentucky	0	6,303	2,779	0	426	9,508
LA Louisiana	0	46	2,286	1,108	2	3,442
ME Maine	0	0	18	0	0	18
MD Maryland	0	0	549	678	24	1,251
MA Massachusetts	0	0	361	0	0	361
MI Michigan	65	12,208	1,679	224	0	14,176
MN Minnesota	109	8,936	9,811	234	33	19,123
MS Mississippi	0	0	45	1,873	161	2,079
MO Missouri	4	227	5,096	406	62	5,795
MT Montana	0	0	525	127	0	652
NE Nebraska	61	176	230	106	84	657
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	0	0	0	25	25
NJ New Jersey	0	419	163	165	124	871
NM New Mexico	0	0	12	597	88	697
NY New York	30	180	1,447	0	24	1,681
NC North Carolina	938	1,514	1,481	170	64	4,167
ND North Dakota	0	571	1,080	23	0	1,674
OH Ohio	243	14,500	7,796	4,787	422	27,748
OK Oklahoma	88	43	395	74	41	641
OR Oregon	34	497	1,452	0	11	1,994
PA Pennsylvania	(107)	61	1,180	500	28	1,662
RI Rhode Island	0	59	60	0	0	119
SC South Carolina	0	455	356	25	418	1,254
SD South Dakota	0	40	174	0	0	214
TN Tennessee	0	3,198	1,900	0	0	5,098
TX Texas	2,390	2,525	2,164	523	265	7,867
UT Utah	57	0	284	0	0	341
VT Vermont	0	0	152	0	0	152
VA Virginia	88	248	677	754	50	1,817
WA Washington	655	275	788	41	25	1,784
WV West Virginia	0	(105)	0	0	0	(105)
WI Wisconsin	858	5,056	4,860	387	49	11,210
WY Wyoming	0	15	69	0	0	84
TOTAL U.S.:	15,222	130,812	74,492	20,812	6,051	247,389
CANADA						
AB Alberta	0	0	1,233	145	0	1,378
BC Brit. Columbia	0	43	130	0	0	173
MB Manitoba	0	356	1,727	360	0	2,443
NB New Brunswick	0	934	58	0	0	992
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	203	0	0	203
ON Ontario	13	1,047	3,020	109	257	4,446
PE Pr.Edward Isle	0	0	1,017	0	0	1,017
PQ Quebec	0	3,428	3,288	0	25	6,741
SK Saskatchewan	0	0	1,313	30	0	1,343
TOTAL CAN:	13	5,808	11,989	644	282	18,736
*EXPORT SALES:	156,558	28,962	60,761	17,612	1,260	265,153
TOTAL AG SALES	171,793	165,582	147,242	39,068	7,593	531,278
NON-AG U.S.	24,299	-	-	4,576	2,595	31,470
NON-AG CANADA	1,253	-	-	222	35	1,510
*NON-AG EXPORTS	947	-	-	2,777	0	3,724
TOTAL NON-AG:	26,499	0	0	7,575	2,630	36,704
GRAND TOTAL	198,292	165,582	147,242	46,643	10,223	567,982

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	1,147	1,147
Australia	0	0	3,513	0	0	3,513
Brazil	10,246	27,617	54,572	0	0	92,435
China	18,821	0	0	0	0	18,821
Costa Rica	3,527	0	0	0	0	3,527
Denmark	5,443	0	0	0	0	5,443
India	42,084	0	0	0	0	42,084
Japan	24,556	1,345	2,676	10,021	4	38,602
Korea	19,824	0	0	7,591	24	27,439
Malaysia	5,994	0	0	0	0	5,994
Mexico	412	0	0	0	74	486
New Zealand	121	0	0	0	0	121
Puerto Rico	0	0	0	0	11	11
Sri Lanka	3,527	0	0	0	0	3,527
Switzerland	17,333	0	0	0	0	17,333
Taiwan	4,670	0	0	0	0	4,670
TOTAL AG:	156,558	28,962	60,761	17,612	1,260	265,153
NON-AGRICULTURAL						
Japan	114	-	-	2,777	0	2,891
Korea	88	-	-	0	0	88
Mexico	295	-	-	0	0	295
Sweden	348	-	-	0	0	348
United Kingdom	102	-	-	0	0	102
TOTAL NON-AG:	947	-	-	2,777	0	3,724
TOTAL EXPORTS:	157,505	28,962	60,761	20,389	1,260	268,877

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	365	0	990	250	1,605
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	2,442	30	2,472
CA California	0	0	23	27	50
CO Colorado	0	0	16	0	16
CT Connecticut	0	122	75	0	197
DE Delaware	0	0	2,497	40	2,537
FL Florida	2,792	902	1,098	(190)	4,602
GA Georgia	165	138	1,091	249	1,643
HI Hawaii	0	0	31	0	31
ID Idaho	0	80	1,257	0	1,337
IL Illinois	619	36,360	5,587	2,945	45,511
IN Indiana	887	19,642	1,236	1,241	23,006
IA Iowa	61	12,352	3,601	2,939	18,953
KS Kansas	0	0	64	25	89
KY Kentucky	0	6,303	2,779	0	9,082
LA Louisiana	0	0	2,087	983	3,070
ME Maine	0	0	18	0	18
MD Maryland	0	0	549	678	1,227
MA Massachusetts	0	0	361	0	361
MI Michigan	65	12,208	1,679	210	14,162
MN Minnesota	109	8,936	9,811	232	19,088
MS Mississippi	0	0	30	1,873	1,903
MO Missouri	0	212	3,608	308	4,128
MT Montana	0	0	510	127	637
NE Nebraska	0	176	184	106	466
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	419	163	165	747
NM New Mexico	0	0	0	0	0
NY New York	30	180	1,447	0	1,657
NC North Carolina	938	1,514	1,481	170	4,103
ND North Dakota	0	571	1,080	23	1,674
OH Ohio	243	10,900	7,796	4,787	23,726
OK Oklahoma	0	43	12	29	84
OR Oregon	0	230	980	0	1,210
PA Pennsylvania	(121)	61	1,180	500	1,620
RI Rhode Island	0	59	60	0	119
SC South Carolina	0	455	356	0	811
SD South Dakota	0	40	174	0	214
TN Tennessee	0	3,198	1,870	0	5,068
TX Texas	0	0	121	68	189
UT Utah	57	0	0	0	57
VT Vermont	0	0	152	0	152
VA Virginia	88	248	677	754	1,767
WA Washington	54	184	758	41	1,037
WV West Virginia	0	(105)	0	0	(105)
WI Wisconsin	839	5,056	4,860	387	11,142
WY Wyoming	0	0	69	0	69
TOTAL U.S.:	7,191	120,484	64,860	18,997	211,532
CANADA					
AB Alberta	0	0	1,233	145	1,378
BC Brit. Columbia	0	43	130	0	173
MB Manitoba	0	356	1,727	360	2,443
NB New Brunswick	0	934	58	0	992
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	203	0	203
ON Ontario	13	1,047	3,078	109	4,247
PE Pr.Edward Isle	0	0	1,017	0	1,017
PQ Quebec	0	3,428	3,288	0	6,716
SK Saskatchewan	0	0	1,313	30	1,343
TOTAL CAN:	13	5,808	12,047	644	18,512
*EXPORT SALES:	133,099	20,987	47,796	14,699	216,581
TOTAL AG SALES	140,303	147,279	124,703	34,340	446,625
NON-AG U.S.	15,151	-	-	4,576	19,727
NON-AG CANADA	1,253	-	-	222	1,475
*NON-AG EXPORTS	304	-	-	2,777	3,081
TOTAL NON-AG:	16,708	0	0	7,575	24,283
GRAND TOTAL	157,011	147,279	124,703	41,915	470,908

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	3,513	0	3,513
Brazil	10,246	19,642	41,607	0	71,495
China	5,240	0	0	0	5,240
Costa Rica	3,527	0	0	0	3,527
Denmark	5,443	0	0	0	5,443
India	42,084	0	0	0	42,084
Japan	19,886	1,345	2,676	7,108	31,015
Korea	19,819	0	0	7,591	27,410
Malaysia	5,994	0	0	0	5,994
Sri Lanka	3,527	0	0	0	3,527
Switzerland	17,333	0	0	0	17,333
TOTAL AG:	133,099	20,987	47,796	14,699	216,581
NON-AGRICULTURAL					
Japan	114	-	-	2,777	2,891
Korea	88	-	-	0	88
United Kingdom	102	-	-	0	102
TOTAL NON-AG:	304	-	-	2,777	3,081
TOTAL EXPORTS:	133,403	20,987	47,796	17,476	219,662

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	223	92	327	179	821
AK Alaska	0	0	0	0	0	0
AZ Arizona	40	0	79	0	72	191
AR Arkansas	0	0	254	13	70	337
CA California	2,888	2,429	673	0	959	6,949
CO Colorado	296	0	61	0	0	357
CT Connecticut	0	0	0	0	72	72
DE Delaware	0	0	0	0	25	25
FL Florida	0	0	0	0	1,741	1,741
GA Georgia	1,120	0	0	0	249	1,369
HI Hawaii	0	69	0	0	0	69
ID Idaho	279	1,032	494	0	0	1,805
IL Illinois	0	0	1,820	12	52	1,884
IN Indiana	0	0	0	0	133	133
IA Iowa	13	0	394	0	23	430
KS Kansas	184	16	748	102	38	1,088
KY Kentucky	0	0	0	0	426	426
LA Louisiana	0	46	199	125	2	372
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	24	24
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	14	0	14
MN Minnesota	0	0	0	2	33	35
MS Mississippi	0	0	15	0	161	176
MO Missouri	4	15	1,488	98	62	1,667
MT Montana	0	0	15	0	0	15
NE Nebraska	61	0	46	0	84	191
NV Nevada	0	0	0	0	12	12
NH New Hampshire	0	0	0	0	25	25
NJ New Jersey	0	0	0	0	124	124
NM New Mexico	0	0	12	597	88	697
NY New York	0	0	0	0	24	24
NC North Carolina	0	0	0	0	64	64
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	3,600	0	0	422	4,022
OK Oklahoma	88	0	383	45	41	557
OR Oregon	34	267	472	0	11	784
PA Pennsylvania	14	0	0	0	28	42
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	25	418	443
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	30	0	0	30
TX Texas	2,390	2,525	2,043	455	265	7,678
UT Utah	0	0	284	0	0	284
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	50	50
WA Washington	601	91	30	0	25	747
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	19	0	0	0	49	68
WY Wyoming	0	15	0	0	0	15
TOTAL U.S.:	8,031	10,328	9,632	1,815	6,051	35,857
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	(58)	0	257	199
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	25	25
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	(58)	0	282	224
*EXPORT SALES:	23,459	7,975	12,965	2,913	1,260	48,572
TOTAL AG SALES	31,490	18,303	22,539	4,728	7,593	84,653
NON-AG U.S.	9,148	-	-	0	2,595	11,743
NON-AG CANADA	0	-	-	0	35	35
*NON-AG EXPORTS	643	-	-	0	0	643
TOTAL NON-AG:	9,791	-	-	0	2,630	12,421
GRAND TOTAL	41,281	18,303	22,539	4,728	10,223	97,074

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

OCTOBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	1,147	1,147
Brazil	0	7,975	12,965	0	0	20,940
China	13,581	0	0	0	0	13,581
Japan	4,670	0	0	2,913	4	7,587
Korea	5	0	0	0	24	29
Mexico	412	0	0	0	74	486
New Zealand	121	0	0	0	0	121
Puerto Rico	0	0	0	0	11	11
Taiwan	4,670	0	0	0	0	4,670
TOTAL AG:	23,459	7,975	12,965	2,913	1,260	48,572
NON-AGRICULTURAL						
Mexico	295	-	-	0	0	295
Sweden	348	-	-	0	0	348
TOTAL NON-AG:	643	-	-	0	0	643
TOTAL EXPORTS:	24,102	7,975	12,965	2,913	1,260	49,215